Federal City Performing Arts Association
Board of Directors Meeting Minutes

Tuesday, November 25, 1997
2801 M St., NW, Washington, DC

DIRECTORS: Present: Fred Boykin, Mark Bombaci, Jerry Carpenter, Darrell Lewis, Bill Eadie, Jack Gerard, Thom Gibb, Jeff Peirce, Henry Salevsky, Joe Vignali, Robert York, Ed Wilber

Absent: Jarrin Davis, Jim Madigan

STAFF: John Perkins, James Holloway

GUESTS: Michael O'Campo

I. Call to Order
Meeting was called to order at 7:35 by Boykin.

II. Approval of Minutes
Motion to approve the minutes.
Peirce moved, Vignali seconded, to approve the October 22, 1997 minutes.
Unanimous in favor. Minutes approved.

Motion to approve the minutes as amended.
Salevsky moved, Gibb seconded, to approved the November 16, 1997 special meeting minutes.
Unanimous in favor. Minutes approved.

III. Financial Report
See the Finance Committee report attached to the minutes for detail.
Peirce introduces Michael O'Campo who represents BG & Associates who conducted the financial audit for FCPAA this year. O'Campo presented the 'Management Letter'. He reviewed several items concerning the financial statement. See the financial statement highlight document for details. The organization is not strapped with liabilities, but has many more assets. Perkins said that the net loss was actually less than what was budgeted. The loss was a planned loss. Areas of concern in the audit were Unemployment Insurance, Record Keeping, Inventory, and Fixed Assets.

The Finance Committee report illustrates points such as season and concert tickets were behind expectations. Most expenditures were below expectations but revenues were also behind.

European tour monies are now carried in accounts receivables. Vignali asked why the tour monies are input now? Peirce states that it is there to produce invoices and that the charges are expected now. Sponsorships are still behind; we did not get the grant from ATT to sponsor the CD project. Two entrants have not covered the fees on the Proud and Peaceful CD so the amounts show $1K behind, said Perkins.

Fix asset issues are a major concern that needs to be addressed. Peirce indicated that we need to track all these inventory items as assets and a system must be put in place to account for all items.

Vignali moved, Gibb seconded, to accept the financial statement.
Unanimous in favor. Report accepted.

IV. President's Report

Boykin expressed concern about the $50K loss on the books currently. He would like everyone to be very aware of expenses this year and that we may have to adjust budgets if the numbers do not change. Please come up with new revenue sources.

Boykin announces that $10K has been received from American Express.

Thanks for the attendance at the special auction meeting. The auction is now in a transition process. Thanks to the Board for accepting the new consultants to help move the auction to the next level. Special thanks to all members of the Board for their contributions. Thanks to Salevsky for thinking outside of the box because we have received 100 new season subscription because of the Blade advertising insert. Thanks for Gibb for efforts in community outreach, Vignali for his work on productions, Peirce for these financial reports, Lewis for his teams membership efforts have been so good and the retreat was successful. Gerard has received 15 new members to the Capital Club, Regon for his program ad sales. Thanks were also for the chorus staff.

Auction help is still needed. Volunteers are needed, donor items needed.

V. Music Report

Holloway gave a briefing on his travels to the Europe. He is impressed with all the plans, hotels, press coverage, and the fabulous cruise from Oslo. Some of the concerts will be by ourselves, but others will combine events with the local choruses. All the local Gay choruses are excited about our visit. Lewis raises concerns about special musician fees for the European concerts. Holloway will be looking for sponsorships for the instrumentalist. Musicians are locally available in Europe. Salevsky speaks about the need for press coverage, tour posters. How are these costs to be covered? Halls generally do their own programs. We can provide material if we wish. Holloway indicates that the expected programs are to be very minimal. Holloway gives some background the different sense of gay community in Europe. Costs must be covered by sponsors.

Concert 2 – Pirates. Solo auditions have begun. All parts are being double cast.

Rep. Advisory Group – Issues have been discussed. All announcements must be written out, length of the program will be reviewed. Feedback vehicles will be provided to assess how the chorus feels about a particular program. Themes were discussed about next year's concepts. Dec. '98 will be a program of cultural traditions surrounding 'light and renewal'. Broader views of 'threads of cultural patterns.' Spring '99 is the Commission work program, classical oriented. Summer '99 will contain a higher level of Pop music, "love theme" material.

Boykin asks for the motion of acceptance of the program concepts. Gibb so moves, Vignali seconds the motion to accept the concepts of the season. Wilber asks the possibility of any of the European groups joining us in the coming year. Holloway indicates that the possibility is very slim due to economic concerns. Gibb raises the idea that our December concert fits the Kennedy Center expectations of the anniversary of Israel. That suggestion raised some interest. Bombaci suggested that the holiday might be done in a different venue to bring in more attendance.
Vote was unanimous in favor.

VI. Executive Director's Report

Perkins reports that American Express grant has been received. See the Executive Director's Report for details. Friends and Family issue was raised concerning the tax status of the project. Gibb states that because it is a specific designation for an individual that the legal problem is encountered. Gibb suggests that the donations be made general instead of specific. Ideas were given to revamp the program in the future.

ATT sponsorship was delayed due to reorganization issues inside the company. DC Arts grant was not approved. Reflection was given concerning why we did not get this grant. GMCW Presents is considering the Romanovsky and Phillips group but major concerns were raised concerning their attitude and past performance history. York expressed considerable concern about the group.

Perkins reports that the Operations Committee has greatly benefited by Bombaci's facilitation of the group. Improvement still needed.

VII. Strategic Planning

Bombaci presented the Strategic Planning committee Recommendations Report. See step 3 for recommendations. Recommendation that the Board of Director's engage in a 'Future Conference' to address the criteria of the Board.

Perkins states that he does not believe that the Board is speaking with 'One Voice'. Peirce states that the committee should suggest budget, time, issues, etc for the Board to review. Gibb suggested that we examine future planning vs. market research.

Gibb moves that the Board of Directors accepts the strategic planning process and is willing to pursue it to its goal and instruct the Strategic Planning Committee to pursue the Future Search process and report back to the Board its results concerning the goals, budget, and timetable, and major shareholders. Lewis seconds; clarifications are given until Gibb calls the question. Vote is Unanimous in favor.

VIII. Old Business

Wilber asked if persons who are not members of the chorus could go to Europe. Answer is that they are welcome and can explore the options with the travel committee.

IX. New Business

1. Raffle Project Report – Project will start in December, Weekend to San Fran in July, 3 nights, 4 days and a concert, a stay at a Bed and Breakfast.
2. Cocktail Party – We need to identify the donors who were at the party so that credit can be given.
3. Gibb reported that the Steve Kelso letter was given.
4. Spring Dinner Event – Event is on hold to find out what dates are being used by the European Tour group.
5. Thanks to Jarrin Davis for holding the very first Diversity Meeting to be held in the coming week.

X. Adjournment

***Peirce* moved, York seconded, to adjourn the meeting.**
Unanimous in favor.

Respectfully submitted,

Jerry Carpenter
Secretary
FCPAA